



USAID
FROM THE AMERICAN PEOPLE



THE AGRIBUSINESS PROJECT



QUARTERLY PROGRESS REPORT– VI
JANUARY– MARCH 2013

APRIL 29, 2013

THE AGRIBUSINESSPROJECT

Quarterly Progress Report–VI (January– March 2013)

Cooperative Agreement No. AID-391-A-12-00001

April 29, 2013

Key Personnel Name	Designation	Contact Number	Email Address
Shad Muhammad	Chief of Party	0092 (300) 9112456	shad.muhammad@asf.org.pk

The Agribusiness Project | Agribusiness Support Fund
House 23, Street 25, Sector F -8/2, Islamabad 44000 Pakistan
Phone No: +92 51 2818305-8 Fax: +92 51 2818309
www.agribusiness.org.pk | www.asf.org.pk
Email: info@asf.org.pk

DISCLAIMER

The authors' views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

ABBREVIATIONS AND ACRONYMS

ASF	Agribusiness Support Fund
BDS	Business Development Services
BDSPs	Business Development Services Providers
BRC	British Retail Consortium
EA	Environmental Assessment
COP	Chief of Party
FAO	Food and Agriculture Organization of United Nations
FEG	Farmer Enterprise Group
GAP	Good Agricultural Practices
ICT	Islamabad Capital Territory
IEE	Initial Environmental Examination
IFS	International Featured Standards
KFS	Kissan Field School
M&E	Monitoring and Evaluation
NGO	Non-Government Organization
PTC+	Practical Training Centre
PRC	Planning and Review Committee
PRHA	Participatory Rural Horticultural Appraisal
PRLA	Participatory Rural Livestock Appraisal
PERSUAP	Pesticide Evaluation Report and Safe use action plan
RSP	Rural Support Programme
SME	Small and Medium Enterprises
SoW	Scope of Work
TA	Technical Assistance
USAID	United States' Agency for International Development
VCP	Value Chain Platform

TABLE OF CONTENTS

1	SUMMARY OF PROGRESS	1
2	PROJECT OVERVIEW	2
2.1	INTRODUCTION	2
2.2	BACKGROUND	2
2.3	GOAL	2
2.4	OBJECTIVES	2
2.5	PROJECT COMPONENTS	3
2.5.1	TECHNICAL ASSISTANCE (TA) FOR CAPACITY BUILDING AND PROGRAM SUPPORT	3
2.5.2	PARTNERSHIP WINDOW COST-SHARING GRANTS	3
2.6	STAFFING	4
2.6.1	STAFF CAPACITY BUILDING	4
2.6.2	PARTICIPATION IN TRAINING OF TRAINERS WORKSHOP	4
2.7	FINANCIAL SUMMARY	4
3	PROJECT PROGRESS	5
3.1	TECHNICAL ASSISTANCE AND CAPACITY BUILDING SUPPORT	5
3.1.1	TECHNICAL AND MANAGERIAL TRAININGS	5
3.1.2	INTERNATIONAL COMPLIANCE CERTIFICATIONS PROGRAM	5
3.1.3	INTERNATIONAL MARKET ACCESS PROGRAM	5
3.1.4	RAPID MARKET ASSESSMENT	6
3.1.5	FARMERS ENTERPRISE GROUP (FEG) FORMATION	6
3.1.6	ORGANIZATION OF KISSAN FIELD SCHOOLS (KFS):	7
3.1.7	CAPACITY DEVELOPMENT FOR FARM SERVICES CENTRES KPK AND FATA	7
3.1.8	DETAILED STUDIES ON SELECTED VALUE CHAINS	7
3.1.9	VALUE CHAIN PLATFORMS	8
3.1.10	CAPACITY BUILDING OF BUSINESS DEVELOPMENT SERVICE PROVIDERS	9
3.1.11	TRAINING OF TRAINER - GLOBAL GAP AQUACULTURE	9
3.2	COST-SHARING GRANTS	9
3.2.1	IDENTIFICATION OF MATCHING GRANT SUPPORT PRODUCTS:	9
3.2.2	MATCHING GRANT SUPPORT TO INDIVIDUAL/CORPORATE FARMERS:	9
3.2.3	MATCHING GRANT SUPPORT TO FEGs:	10
3.2.4	UPCOMING MATCHING GRANTS SUPPORT:	10
3.3	PROJECT MONITORING AND EVALUATION	10
3.4	BRANDING, MARKING AND COMMUNICATION	11
3.5	ENVIRONMENTAL ASSESSMENT AND COMPLIANCE	11

3.6 CNFA SUPPORT TO THE AGRIBUSINESS PROJECT	13
4 QUARTERLY PROGRESS UPDATE AGAINST INDICATORS	14
SUCCESS STORY	17
ANNEXURE-1: FINANCIAL PROGRESS	17
ANNEXURE-2: STATUS OF PROJECT STAFF	17
ANNEXURE-3: LIST OF EDFs APPROVED IN SIXTH QUARTER OF TAP	18
ANNEXURE-4: LIST OF GRANT PRODUCTS ADVERTISED	19
ANNEXURE-5: TECHNICAL AND MANGERIAL TRAINING PLAN FOR AGRIBUSINESES	20
ANNEXURE-6: SUMMARY OF PROGRESS ACHIEVED DURING THE FIRST QUARTER OF YEAR-2	23

1 SUMMARY OF PROGRESS

A summary of the project progress and activities undertaken during the reporting period is as under:

- i. A total of 2487 approximately direct jobs were created as a result of implementation of project activities including establishment of tunnel farms (1740 jobs), pomegranate orchards (75 jobs), supply and installation of milk chillers (99 jobs), and rearing of goats provided by the project (573 jobs).
- ii. A total of 10,234 rural households got benefited directly from project interventions, making total rural households of 12007 benefitted till end of reporting quarter.
- iii. An amount of USD 432,700 new private sector investment leveraged for agribusiness including tunnel farming, pomegranate orchards, milk chillers and rearing of goats.
- iv. The female beneficiaries' accounts for 41% of the total project beneficiaries in the reporting quarter.
- v. The Project's Environmental Assessment conducted and Environmental Assessment report submitted to USAID for approval. A total of 996 EDFs (855 during the reporting quarter) for various grant activities were developed and got approved from USAID.
- vi. Conducted Rapid Market Assessments of all Value Chains in project regions. The findings of these RMAs are being used to organize FEGs in line with the market dynamics.
- vii. Four studies were conducted including (i) cold chain assessment, (ii) dairy value chain assessment, (iii) apricot value chain assessment and (iv) chilli value chain assessment.
- viii. Through the partner originations, the project formed 507 FEGs (organising 6,078 small farmers) within targeted value chains, thus making total of 575 FEGs formed since the project inception. In addition 63 newly formed FEG members were provided with matching grant support i.e. 58 FEGs for Tunnel Farming, and 5 FEGs for pomegranate orchards.
- ix. A provision of 2291 goats to 2291 existing female FEG members were made. 30% of these members were also provided with pickle production kit/kitchen gardening tools, while remaining will receive it during next quarter.
- x. The project supported six companies (fruits and vegetables) regarding their participation in Fruit Logistica 2013 (Berlin, Germany, February 6-8, 2013) for promotion of Pakistani horticulture products. Another eleven companies supported to participate in AgraME 2013 (Dubai, UAE, March 26-28, 2013) facilitating an exposition of horticulture and livestock products, technology and inputs.
- xi. Value Chain Platforms for Banana and Chilli established. One meeting each of VCPs on chilli & Banana held. The second meeting of Executive Steering Committee of the National Agribusiness Forum (NAbF) held at Lahore.
- xii. The capacity need assessment and strategic workshops were organized in Peshawar and D.I.Khan project regions and attended by 80 and 41 members respectively to deliberate on development of long term institutional strengthening plans for Farms Services Centers, Agriculture and Livestock Extension Services of FATA.
- xiii. Developed and initiated procurement process for grant products namely Animal Feed Mill, Improvised Reefers, Aero Tubes, Apricot Commercial Orchards, Grape Orchards, Portable Milking Machine, Tunnel Farming for HV/OSV, Dairy Processing and Integrated Livestock Production, Dhakki dates orchards, Grape Orchards for FEG.
- xiv. Provision of 33 milk chillers (500 liters capacity) and in-kind support to Pomegranate FEGs undertaken.
- xv. Received approval from USAID for five challenge grants for improved processing facilities and value chain development of targeted horticulture and livestock commodities. These include i) Fruit Processing in Swat, KPK ii) Processing, Value addition and Marketing of Fruits & Vegetables, Karachi iii) Food Processing Industry, Gilgit Baltistan iv) Establishing a Dairy Farm v) Awareness creation regarding good agriculture practices amongst livestock & horticulture farmers through media.

2 PROJECT OVERVIEW

2.1 INTRODUCTION

This quarterly report of the project is submitted as per provision of the cooperative agreement signed between USAID Pakistan and ASF. It covers the activities carried out by the project during the period from January 01, to March 31, 2013. In addition to the preliminaries, the report comprises of three sections, and Annexures.

- The first section briefly introduces the project background, goal, objectives, components, staffing details, and financial progress during and up to the reporting quarter.
- The second section provides highlights of the achievements and activities carried out by the project during the reporting quarter. It provides information on the progress achieved against the planned targets.
- The third section provides progress update against indicators in results framework

These sections have been structured with a view to facilitate an essential understanding of the broader achievements of the project in general and particularly during the reporting quarter.

2.2 BACKGROUND

The Agribusiness Project (TAP) funded by USAID Pakistan is being implemented by Agribusiness Support Fund (ASF) in collaboration with international and national partner organizations. This five years project, commenced on 10th November, 2011 aims at increasing competitiveness and productivity of horticulture and livestock sub-sectors in Pakistan. The overall goal of the Project is to support improved conditions for broad-based economic growth, create employment opportunities and contribute to poverty alleviation through increase in competitiveness of horticulture and livestock value chains in partnership with all stakeholders.

The Project was designed to address priority problems and constraints impeding development of the agriculture sector in Pakistan. Interventions under the project focus on improving and strengthening off-farm and on-farm activities by enhancing competitiveness of enterprises to explore and exploit their potential in both domestic and international markets. Keeping in view the diversity and spread of agriculture production in Pakistan, and with a view to ensure effective implementation, a sub-sector cluster approach was adopted by the Project, whereby areas with the greatest potential for value addition, employment creation and outreach were prioritized and targeted. In addition, overlapping with other USAID funded project was also considered to avoid duplication of efforts and attribution issues. The project has already been serving as a catalyst to leverage private sector's investment in agribusinesses and related enterprises.

2.3 GOAL

The overall goal of The Agribusiness Project is to support improved conditions for broad-based economic growth, create employment opportunities and contribute to poverty alleviation through increase in competitiveness of horticulture and livestock value chains in partnership with all stakeholders.'

2.4 OBJECTIVES

The objectives of the project are to:

- Strengthen the capacity in horticulture & livestock value chains to increase sales to domestic and foreign markets;
- Strengthen the capacity of smallholders and farmer enterprises to operate autonomously and effectively; and,
- Increase agriculture efficiency and productivity through adoption of new farming techniques and technological innovation among targeted beneficiaries.

2.5 PROJECT COMPONENTS

The project activities are organized into the following two project components:

2.5.1 TECHNICAL ASSISTANCE (TA) FOR CAPACITY BUILDING AND PROGRAM SUPPORT

This component of the project focuses on upgrading and strengthening the targeted value chains of horticulture and livestock sub-sectors by providing technical assistance and capacity building support. An abstract of the technical assistance component is given below:-

- i. **International Compliance Certifications Program:** Support is being provided to enterprises for demand based certifications for enhancing capabilities of enterprises for compliance to requirements of high end markets (domestic and export).
- ii. **International Markets Access Program (IMAP):** This activity aims to facilitate a significant increase in sales to domestic (high end) and export market of the target value chains by providing support to key stakeholders including selected enterprises, processors, market functionaries and exporters to participate in international exhibitions, trade shows, trade fairs and other international trade promotion events.
- iii. **Establishment of Value Chain Platforms (VCPs):** The activity aims to establish several Value Chain Platforms to validate findings of studies and develop consensus among key stakeholders to deliberate and address key issues and develop value chain road-maps.
- iv. **International Market Linkages Program (IMLP):** It provides TA support for agricultural marketing and brand development directed to identify and capitalize on opportunities in competitive markets to develop linkages for Pakistani agriculture products.
- v. **Technical and Managerial Trainings:** The project is offering technical and managerial trainings for farmers, enterprises, BDS providers, agricultural professionals and other relevant stakeholders for building necessary capacities.
- vi. **Organization of Kissan Field Schools in Selected Value Chains:** To address the productivity gap and quality assurance right from the point of production it is imperative to have necessary skills and capacity of farmers. The concept evolved from Farmer Field Schools (FFS), pioneered by FAO. The FAO is being engaged for implementation of KFS component.
- vii. **Capacity Building of Business Development Services Providers (BDSP):** It aims to improve provision of business development services for the agribusiness in horticulture and livestock sectors. It provides a sustainable solution and an opportunity for long term development of the agribusinesses.
- viii. **Formation of Farmer Enterprise Groups (FEGs):** This activity is being implemented through implementing partners to establish small farmers into FEGs within identified clusters and value chains. The FEG is facilitating collective action and joint access to services and resources. These FEGs are being provided with matching grants for value added activities (processing, grading/packing, storage and marketing) on commercially viable and sustainable basis.

2.5.2 PARTNERSHIP WINDOW COST-SHARING GRANTS

A wide range of grant products are being dispersed at national level under component two of the project on cost-sharing basis. All players within targeted value chains including agribusinesses, farmers, farmer enterprise groups, associations, processors and exporters, transporters, service providers, universities and research institutes, are benefitting from it. The main purpose of this component is to address weakness and market failures in order to strengthen private sector and market systems. Focus of investments under the project is on up-stream marketing and processing (off-farm) aspects of the value chains for fostering value addition and to capitalize on the strengthened capacities through assistance provided under TA component. A variety of grants are being provided under the project, which includes:

- i. Farmer Enterprise Group (FEG) - Support Grants
- ii. Support to FEG's Clusters, Farmers' Associations, Business Associations and Cooperatives–
- iii. Support to Individual Farmers and Enterprises engaged in Farming
- iv. Research & Development / Private Sector Agriculture Extension Services Grants
- v. Enterprise Development Grants (Challenge Grants)
- vi. Enterprise Development Grants (Lead Company Grants)

2.6 STAFFING

The project has recruited 213 staff members including 31 female staff for the project office and 10 regional offices. In-addition, CNFA has engaged necessary full time staff together with national and international short term consultants. The diversity of staff capacities in project management, implementation and monitoring and evaluation has enabled the project to achieve progress against the targets. The detail of staff is given in Annexure-2.

2.6.1 STAFF CAPACITY BUILDING

A three-day strategic planning workshop for project staff was conducted from 9-11 January, 2013 at Islamabad. The workshop's focused on providing a thorough overview of strategic aspects of the project and the ways in which each function interlinks, including planning the activities, strategic thinking to undertake the tasks, managing human and capital resources, managing change, and being responsive to internal and external audiences. 50 project staff, including Regional Program Managers, Value Chain/ Private Sector Development Specialists, ME&C Managers, NGO Coordinators, and Finance & Administration Managers, from all regions was involved. Additionally, 15 participants from Islamabad project office also attended it.

2.6.2 PARTICIPATION IN TRAINING OF TRAINERS WORKSHOP

5 staff members of the Agribusiness Project participated in the 5 day Training of Trainers workshop on SME Management Solutions from Business Edge International Finance Corporation (IFC) at Islamabad. The objective of the training was to build the capacity of project staff in developing and managing the technical assistance and training component of the Agribusiness project.

2.7 FINANCIAL SUMMARY

Duration of the Project:	Nov. 10, 2011 to Nov. 09, 2016
Cooperative Agreement No.	AID-391-A-12-00001
Total Estimated Agreement Amount:	USD 89,412,942
Amount obligated to date:	USD0, 27,300,000
Accrued expenditures reporting quarter:	USD 2,295,512
Cumulative accrued expenditures to date:	USD 8,505,562

The detail financial progress is placed at Annexure-1.

3 PROJECT PROGRESS

3.1 TECHNICAL ASSISTANCE AND CAPACITY BUILDING SUPPORT

3.1.1 TECHNICAL AND MANAGERIAL TRAININGS

The plan for technical and managerial trainings was finalized keeping in view the recommendations of the value chain assessments, regional priorities and demands of potential beneficiaries. A total of 20 training themes have been identified and these will be conducted in this year of the project. These trainings will be provided to agribusiness on farm management, improved processing and value addition, business planning and management, market linkages development etc. These trainings will be provided to horticulture and livestock farmers, enterprises, BDS providers, agricultural professionals and other relevant stakeholders for their business development. This activity is outsourced to pre-identified institutions and organization for developing training program, contents and materials followed by the implementation of trainings. The training plan is placed at Annexure-4

3.1.2 INTERNATIONAL COMPLIANCE CERTIFICATIONS PROGRAM

The project during first year, selected 20 companies (exporters/processors/farmers) through a competitive process for demand based certifications and enhancing capabilities of enterprises for compliance to requirements of high end markets. Contracts were signed with one certifying body¹ and two consulting firms². The consultation and certification process was initiated for selected 20 companies for British Retail Consortium (BRC), International Features Standards (IFS) and GlobalGAP certifications. 15 companies have been certified by certification body.

During reporting quarter, the project is supporting 30 enterprises for four certifications namely ISO-22000, HACCP, Halal and GlobalGAP. An advertisement inviting EOIs from Consultant Firms and Certification Bodies was published in two nationwide newspapers. The shortlisting process has been completed and Request for Proposals (RFPs) will be issued to shortlisted firms in the next quarter.

3.1.3 INTERNATIONAL MARKET ACCESS PROGRAM

i. Fruit Logistica 2013 (Berlin, Germany, February 6-8, 2013)

Six Pakistani processing and exporting companies (fruits and vegetables) were supported for participation for promotion of horticulture products from Pakistan. Business to Business (B2B) meetings with foreign traders were arranged that would contribute to increased export sales.

ii. AgraME 2013 (Dubai, UAE, March 26-28, 2013):

Eleven participants/companies were supported to participate in AgraME, an exposition for horticulture and livestock products, technology and inputs, held at Dubai. Three companies represented the livestock and meat sector while six were from horticulture sector including fresh and processed fruits and vegetables. The remaining two participating



¹Bureau Veritas

²Quality Systems and Star Farms

organizations (i.e. New Shan Enterprise and Pakistan Hoslamand Khawateen Network) had graduated from ASF's FEG program.



ASF stall in Agram



Meeting with Saudi Group, Egypt

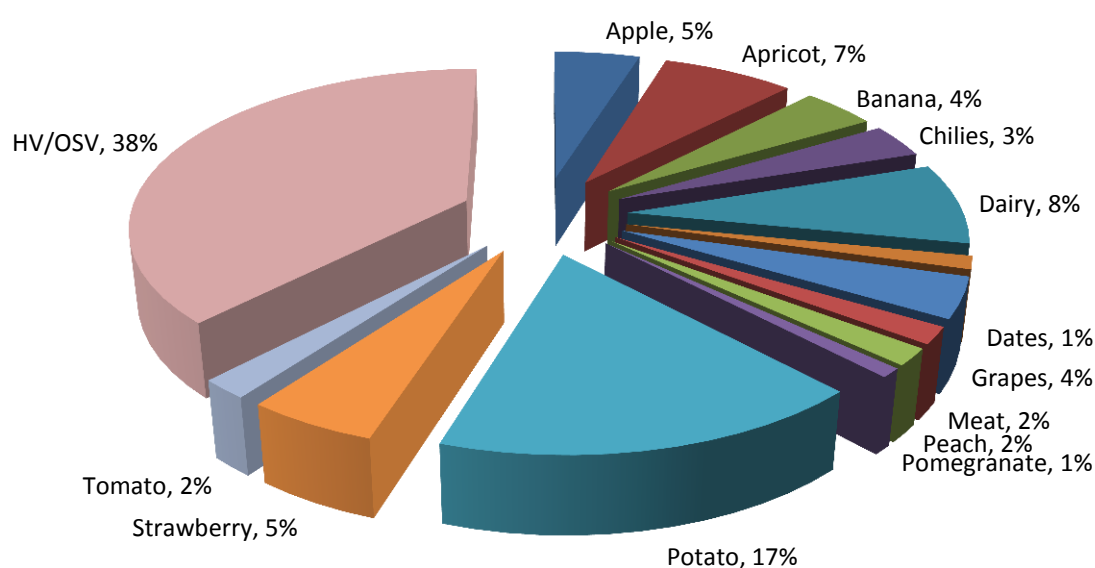
3.1.4 RAPID MARKET ASSESSMENT

The project conducted Rapid Market Assessments (RMA) for all the targeted value chains of year-2 in project regions to determine demand and supply gap of the targeted products. These RMAs have guided formation of FEG process, and help in developing market linkages of farmer enterprise groups with the buyers. The regional value chain-wise RMA reports were prepared by Implementing Partners (NGOs) in collaboration with The Agribusiness Project.

3.1.5 FARMERS ENTERPRISE GROUP (FEG) FORMATION

During the reporting quarter, the Agribusiness project and its partner NGOs have organized approximately 6078 small farmers into 507 Farmer Enterprise Groups (FEGs) in the targeted value chains of the project, thus making the total of 575 FEGs formed. These FEGs were also provided orientation on collective farm management. These FEGs were also supported in developing their concept note and application for grants support. Moreover, organized farmers are being facilitated in jointly accessing the services and markets with focus on collective purchase of inputs and selling of their produce.

%age of Value Chain Wise FEG Formed



3.1.6 ORGANIZATION OF KISSAN FIELD SCHOOLS (KFS):

The contract agreement for sub-award and engagement of United Nations Food and Agriculture Organizations (FAO) as an implementing partner of the Agribusiness Project for implementation of KFS component was shared with UN-FAO. The FAO Local office has forwarded the agreement to their headquarter (Rome). The purpose of KFS formation is to organize farmers of homogenous product into groups of 25-30 and build their capacity on crop diversification, efficient farming practices, post-harvest practices, packaging, storage, transport, livestock management and other aspects of agribusiness using a demonstration plot approach. 2500 KFSs targeting approximately 62,500 farmers will be organized by Agribusiness Project in targeted value chains across the country. This approach is in sync with FAO model of establishment of Farmers Field Schools.

3.1.7 CAPACITY DEVELOPMENT FOR FARM SERVICES CENTRES KPK AND FATA

The Intervention need assessment workshops with Farms Services Centres from KPK/FATA were organised at Peshawar and D.I.Khan Project Regions. The workshops enabled the regions to identify gaps and areas of intervention to support the strengthening of Farm Service Centres in these regions.

- i. 80 Participants from Farms Services Centers, Agriculture and Livestock Extension Services of FATA North and Peshawar Project region participated in Capacity need assessment and strategic way forward workshop of the Project on January 23, 2013 at Agriculture University Peshawar. The participants were briefed on The Project activities with focus on interventions in North FATA and Peshawar Project regions and potential role of Farms Services Centers in implementation of Agribusiness project activities in FATA. Follow-up meetings with six model FCSs were held for the identification of possible interventions for the formation and registration of Association.



- ii. 41 Participants from 15 Farms Services Centers, Agriculture and Livestock Extension Services of FATA South and D.I.Khan Project region participated in Capacity need assessment and strategic way forward workshop of the Project on February 28, 2013 at D.I.Khan. The participants were briefed on The Project activities with focus on interventions in South FATA and D.I.Khan Project regions and potential role of Farms Services Centers in implementation of Agribusiness project activities in FATA.



3.1.8 DETAILED STUDIES ON SELECTED VALUE CHAINS

Five value chain assessments were completed in the reporting quarter on cold chain, dairy, meat, apricot, and chilly which guided the strategic focus of different interventions and stakeholders in these areas. These assessments identified gaps and suggested improvements and interventions through International Short Term Technical Assistance. Each of these assessments is briefly explained below.

- i. **Cold Chain Assessment:** Dr. Chris Bishop conducted assessment of Pakistan's cold chain infrastructure for fresh, stored or processed products of meat, dairy, and horticulture value chains. The study provides an

insight on the key drivers, linkages and networks in the cold chain infrastructure and offers a series of recommendations on realistic interventions for the TAP, with specific focus on small farmers. Further it suggests cost effective technology for cold chain to be adopted by farmers and entrepreneurs along with cold chain technology development as a model intervention.

- ii. **Dairy Value Chain Assessment:** Mr. Martin de Jong assisted the project by undertaking the value chain study of the dairy sector in Pakistan. The overall objective of the consultancy was to conduct a value chain analysis of the Pakistani dairy subsector, including buffalo milk, and to identify effective intervention strategies for the project. These strategies would clearly establish the linkages and networks to facilitate the integration of the smallholder producers into commercial value chains.
- iii. **Meat Value Chain Assessment:** Meat VC Assessment conducted by Dr. Michael Bradfield focuses on obtaining detailed understanding of the role of relevant stakeholders, interlinking activities of various sub-sectors, costs within various infrastructures and possible market opportunities within the livestock and meat sector of Pakistan. It highlights the need of formal meat retail trade that may stimulate demand for value-added meat products and proposes the encouragement of private sector towards meat export. This would help create the “pull through” effect that is required down the value chain.
- iv. **Apricot Value Chain Assessment:** In Gilgit Baltistan, apricot VC assessment was conducted by Mr. Sendall Adam. It mentions several performance constraints in production, processing and trading components of the VC, caused by inadequate technology, market structure and availability of input ‘drivers’. Recommendations given in the study provide areas for future interventions.
- v. **Chilli Value Chain Assessment:** Chilli pepper post-harvest management and marketing assessment conducted by Dr. Robert Richardosn recommends interventions based upon international best practices. The ultimate goal was to strengthen the chilli value chains of Sindh and Punjab provinces by involving producers with small acreage of land. The assessment provides guidelines for establishing a collective post-harvest handling and drying system of red chillies in Sindh and Punjab through replication of best practices resulting in minimal aflatoxin residues.
- vi. Value chain assessments of potato, meat retail outlets, agribusiness marketing and cold chain storage have also been initiated in this quarter and will be completed by the end of next quarter.

3.1.9 VALUE CHAIN PLATFORMS

- i. **Meeting of NAbF:** The second meeting of the Executive Steering Committee of the NAbF was held on March 21, 2013, at the Pearl Continental Hotel, Lahore. The participants emphasised that VC development is the right approach being adopted by the project however, technology, process, farm practices post-harvest losses should be worked upon. There is a need to link markets (domestic and international) with producers and to emphasise upon competitiveness of VCs. Further they highlighted that there is a need to ensure that regulation of markets take place and make role models of competitive markets where buyers and sellers come without fixing prices so that it may be replicated



- ii) **Formation of Value Chain Platforms (VCPS):** Value Chain Platforms of banana and chili were established and made operational with the objective to validate findings of studies and develop consensus among key stakeholders for value chain development priorities. First meetings of the VCPs on chili and banana were held in Hyderabad on March 18, 2013 and attended by members. The discussion revolved around introduction of a new variety of banana; and prevention of post-harvest losses for chili.
- ii) **Establishment of Provincial Value Chain Platforms:** 42 nominations from private sector received for establishment of Provincial Value Chain platforms for Strawberry, Potato, HV/OSV and Peach. Nominations from Public sector are yet to be received. These VCPs will be established to develop consensus among key stakeholders for the value chain development priorities. Through the platforms a broad range of stakeholders involved within the value chains will be brought together to develop value chain road-maps and to develop a common vision and agreed strategies.

3.1.10 CAPACITY BUILDING OF BUSINESS DEVELOPMENT SERVICE PROVIDERS

Advertisement inviting EOIs for designing and implementing program for capacity building of BDSP was published in local newspapers. Out of the total applications received, eight were shortlisted for extending RFPs. The selected consultant/training provider will assess the market requirements and design capacity building programs for the medium sized agribusiness consultants available in the market. The main aspects to be covered by the consultant/training provider are as follows:

- Rapidly Assessment of demand based BD Services
- Identification of existing BDSPs in the country
- Design and implementation of a capacity building program for BDSPs
- Linkage of BDSPs with agribusiness stakeholders and their follow-up

3.1.11 TRAINING OF TRAINER - GLOBAL GAP AQUACULTURE

Concept note and Scope of Work (SOW) was approved for organizing a training program in technical collaboration with Global-GAP, Germany, in Aquaculture. This will be specifically for the professionals/BDSPs working in consultancy/advisory firms, quality assurance companies and certification bodies. This program is being organized for the first time in Pakistan, introducing Global-GAP Aquaculture. Cost-Sharing Grants

The cost-sharing grants component of the project is offering wide range of grant products to all the value chain actors, across the target value chains, including input suppliers, farmers, farmer enterprise groups, associations, processors, transporters, cool-chains, exporters, research institutions, agri-extension service providers etc. The priorities for matching grant support to farmers and enterprises were identified and support models for interventions are being established.

3.2 COST SHARING GRANTS

3.2.1 IDENTIFICATION OF MATCHING GRANT SUPPORT PRODUCTS:

Under TAP, a vast range of products have been advertised in all leading national newspapers of Pakistan and on the official website of the project for applicants (including both individuals to corporate organizations). The products were developed keeping in view the market demand and also on the basis of studies conducted on horticulture and livestock value chains.



3.2.2 MATCHING GRANT SUPPORT TO INDIVIDUAL/CORPORATE FARMERS:

Products that were advertised during the previous quarters like solar dryers, milk chillers, screen houses, and improvised reefers materialized in sixth quarter. During this quarter, the Agribusiness project finalized and signed the agreement with applicants for grant disbursement. These products are in the disbursement/distribution stage. Thirty three milk chillers (500 litres capacity) have been distributed to individual farmers from different project regions. 14 milk chillers were distributed in Peshawar Project Region followed by 6 in Faislabad, 4 in Lahore, 3 each in AJK Potohar and Quetta, 2 in Sukkur and one in Karachi Project Region.

3.2.3 MATCHING GRANT SUPPORT TO FEGs:

The Agribusiness project provided matching grant support to male and female FEGs. During this quarter, 268 FEGs with 2,291 female members were reactivated across Pakistan and have been supported through distribution of goats. These FEG members will also be provided pickle production kits/ kitchen gardening tool during the next quarter.

A total of 58 FEGs with 870 male members from Peshawar region were also provided grant for Tunnel Farming for High Value/Off Season Vegetables and a total of 5 FEGs with 75 members were supported for pomegranate orchards and the grants have already been disbursed.



3.2.4 UPCOMING MATCHING GRANTS SUPPORT:

During this quarter, various grant products have been launched including Animal Feed Mill, Aero Tube Technology, Portable Milking Machines, Tunnel Farming, Dairy Processing & Integrated Livestock Production and Dhakki Dates Orchard etc. as per details placed at **Annexure-4**. These products are at various stages of the funding cycle i.e. application solicitation, evaluation & shortlisting, environmental assessment, agreement signing etc. and shall be disbursed in the coming quarters.

3.3 PROJECT MONITORING AND EVALUATION

During the reporting quarter, the project developed M&E and reporting system that would link the performance indicators with project activities and targets of the work plan. The M&E system enables the project to make informed decisions and take corrective measures during implementation of activities. The abstract of M&E activities are presented below.

- i) **Meetings of Project Review Committee (PRC):** In January and March 2013, the sixth and seventh meetings of Progress Review Committee (PRC) respectively were held and attended by PRC members. The PRC reviewed status of the decisions of the last meetings and progress achieved in implementation of work plan activities.
- ii) The project has also constituted a Review committee consisting of Chief of Party (In chair), Directors and Technical Specialists/Component/Section heads to review the progress of project activities on Bi-weekly/ weekly basis. At-least 3 meetings per month of this committee were held and important decisions were made relating to program planning, implementation and monitoring. The PRC in its last meeting decided that with a view to enable the regional offices to expedite implementation of the project activities and disbursements, the PRC meetings will be held on quarterly basis to discuss progress against planned regional targets during reporting period.
- iii) **Developed Monitoring, Evaluation and Reporting System:** The Agribusiness project developed/ improved framework for monitoring and evaluation of project activities. The project updated the result framework and cause-effect relationship between project activities and performance indicators. The

activity-wise target matrix has been revised as per discussion with USAID. In addition to this, standardized progress reporting templates for FEGs, technical assistance and grants' components were created to standardize data input fields across value chains. The formats enabled the project regional teams to collect information from project beneficiaries regarding rolling baseline of project activities and indicators at time of activity implementation and follow-up progress reporting.

- iv) **Gender Integration Plan:** As one of the cross-cutting theme of the project, it is important to be able to organize interventions throughout prioritized value chains that promote gender integration and employment. The project developed a concept note on gender integration plan. The plan include steps that will be required to incorporate gender during design, planning, implementation and monitoring and evaluation stages of the project interventions. Operationalizing the gender integration plan will involve special considerations and efforts at each level of the project cycle to achieve the project target of reaching 30% women beneficiaries throughout the value chains. The draft gender integration plan is being finalized in the light of comments/feedback of project staff.
- v) **Database Development:** Following the creation of M&E reporting formats, the project has developed databases that would include data input forms and provide output reports on beneficiary registration and baseline data and provide reports on progress indicators. The project developed two databases—the first for FEGs and the second for Individual/Corporate Farmer Grants. The Project M&E staff and implementing partner were trained on use of FEG database.
- vi) **Outsourcing of Integrated MIS:** The consultancy firm was engaged for development of an integrated MIS. The international IT/MIS Specialist visited and provided inputs on implementation plan for IMIS. The consultancy firm has already started development of Iteration-1 of IMIS, which includes automation of finance, procurement, and HR.
- vii) **GIS-Based Decision Support System for Monitoring, Evaluation, and Reporting:** The project IT/GIS team developed a concept note to create a GIS system that would provide a monitoring, evaluation, and reporting tool to track progress on key performance indicators by providing online and offline mapping capabilities. The system would integrate with M&E databases and IMIS.

3.4 BRANDING, MARKING AND COMMUNICATION

Communications department provided direct support to activities in concerning both the project components i.e. 1) Technical Training and Capacity Building and 2) Cost Sharing Window Grants to ensure that all direct and indirect stakeholders of the project, specially the beneficiaries, are aware that the financial assistance for all Grants Awarded and Capacity Building Initiatives is coming from the American people through USAID and the Agribusiness Support Fund (ASF), a Pakistani not for profit organization, is making it happen. Developments in this regard were: -

- All sort of Information, education and communications material
- Banners to reflect ASF and USAID identities
- Publications to support training programs
- Interviews of the beneficiaries to highlight the impact made
- Field visits for photo and video coverage

3.5 ENVIRONMENTAL ASSESSMENT AND COMPLIANCE

In this quarter of the project, an environmental compliance system was developed to assist in conducting environmental screening for all project activities that require approval of environmental documentation forum by USAID. With the help of this system various environment documentation forms were prepared for approval of USAID. Under this pragmatic environmental assessment component, tasks conducted in the reporting period are explained below.

- i. **Environmental Assessment of The Agribusiness Project:** During the reporting quarter, an international Environmental Assessment consultant, was engaged, who took the lead in conducting the Environmental

- Assessment (EA) of The Agribusiness Project, while the National consultant, covered waste management and health and safety issues under the EA. Two focused group discussions were conducted in Lahore and Islamabad and attended by various stakeholders, including producers, processors, Pakistani government and USAID officials, and shared their point of view on the key environmental issues. These issues included human health and safety, use of pesticides, gender and social equity, hazardous wastes, and renewable natural resources. An initial meeting with USAID environmental representatives was held on March 22, 2013 on first draft of the EA report. The USAID comments were incorporated and draft final EA report submitted to USAID.
- ii. **Development of Environmental Compliance System:** Environmental compliance has been recognized as a critical process for this project. A systematic approach was needed to implement activities on time. The Environmental Compliance System requires initiation of environmental compliance in the form of a site inspection by the regional staff and then development of the EDF by the project office in Islamabad. Similarly, monitoring will be carried out by regional staff under the supervision of M&E in Islamabad.
 - iii. **Designation and Training of Environmental Focal Persons:** Environmental Focal Persons have been assigned by the project regional offices as part of the environmental compliance system. One person from the M&E staff of each regional office has been selected as the Environment Focal Person. The focal persons have further expanded the Environmental Compliance Team for better coverage of the issues and are responsible for all matters related to environmental compliance under TAP for that region. The project organized a 2-day training program for the Environment Focal Persons. The following topics were covered in the training:
 - Introduction to environmental concepts and their importance
 - USAID environmental requirements (22 CFR 216)
 - Environmental requirements of government of Pakistan
 - Initial environmental survey of site
 - Description of Environmental Documentation Form (EDF)
 - Development of EDFs
 - Waste management plans
 - Safety management plans
 - Environmental monitoring reports
 - Practical field work for site environmental analyses
 - iv. **Development of Environmental Documentation Forms (EDFs):** The Agribusiness Project developed sample EDF for each of the grant products and got it approved from USAID Mission Environmental Officer (MEO). The development of a site specific Environmental Documentation Forms (EDFs) and an Environmental Mitigation and Monitoring Plan (EMMP) is a pre-requisite for the approval of each activity/grant product. The development of site specific EDFs and EMMPs required visiting the field for primary and site specific data collection through surveys, observations and devices. A total of 996 EDFs have been developed and approved, of which 855 were developed and approved during reporting quarter. Details placed at Annexure-3.
 - v. **Environmental Manual – Waste Management Plan and Human Health and Safety Plan:** As part of the EA process, a waste management plan and a human health and safety plan for the project was developed. The waste management plan will provide guidelines to beneficiaries and project staff in disposing-off solid and liquid waste during the installation and operational phases of project activities. The human health and safety plan will provide guidelines to ensure safety in the workplace. This includes information on, a) how to ensure workers' safety during the operational phase of each activity, b) what PPEs (Personal Protective Equipment) is required, and, c) who is responsible for implementation of the plan. Some basic instructions about health and safety are also included in the plan.
 - vi. **Templates for Environmental Monitoring:** Various environmental monitoring checklist, and reporting templates were developed to assist in environmental compliance of the project. The templates including

environmental compliance checklist and monitoring guidelines for all the significant environmental issues including waste management, use of pesticides, social and gender issues, national resource management. These templates are currently in use for the environmental compliance and reporting of project activities.

3.6 CNFA SUPPORT TO THE AGRIBUSINESS PROJECT

During the reporting quarter, CNFA continued its support to the Project by providing technical and management assistance towards the project's two components with the ultimate goal of increasing competitiveness in the horticulture and livestock value chains within Pakistan. CNFA engaged seven international and local consultants to complete value chain and environmental assessments for dairy, meat, apricot, chili, and cold chain storage. These assessments identified gaps and suggested improvements and interventions for short, medium, and long-terms.

The CNFA also contributed to the development of appropriate M&E systems/templates to operationalize performance monitoring plan (PMP), which allows capture of M&E data against performance indicators. The development process of M&E framework included the planning and implementation of a data management, monitoring, evaluation and reporting system. The system enables the project to make informed decisions and take corrective measures during implementation of activities. As part of M&E support, a Gender Integration Plan was developed to provide a framework to create value chain interventions that would target at least 30% of women beneficiaries throughout the life of project.

CNFA also assisted ASF in making further strides towards the implementation of the IMIS through finalizing software vendor's contract, developing procurement specifications for server hardware and placing international IT/MIS Specialist to review implementation plan and ensure proposed work plan remained faithful to SOW and provided appropriate project management systems.

The GIS component of CNFA's technical support expanded through the proposal for a potential GIS Decision Support System which is web-based and user-friendly. A subsequent prototype was developed for ASF management review. CNFA continues to support the TAP in developing GIS maps for the different value chains and activities. Through the IC Helpdesk staff, the project received support in training of staff on different software applications and databases and assistance in migrating and configuring a new email system.

In addition, CNFA assisted the project's environmental compliance team in achieving several important milestones. The third and last phase of the Environmental Assessment (EA) of the project was completed under the supervision of an international consultant. The EA draft was successfully submitted to USAID at the end of quarter for review. CNFA also helped ASF develop an environmental compliance system that incorporates USAID's approval for grant activities. To date, CNFA assisted the project in preparing and receiving USAID approval for 996 EDFs, which are required for each grant activity. The Capacity Building Advisor continued to expand his assistance to the Agribusiness Project. The contribution involved capacity building support at the project, stakeholder and beneficiary levels.

4 QUARTERLY PROGRESS UPDATE AGAINST INDICATORS

The progress against the performance indicators during the reporting quarter and overall up to end of reporting quarter is given in the table below.

Achievement Against Performance Indicators QPR-VI (January - March, 2013)

Performance Indicators	Achievements till last Quarter	Achievements reporting Quarter	Achievements up to March 2013	Contributing Activities
abdo1. Number of jobs attributable to program implementation	1,629	2,487	4,116	Matching grants for tunnel farming, pomegranate orchards, milk chillers & goats
a2.1.1,3. Value of new private sector investment leveraged with USG resources	0	432,700	432,700	Beneficiaries' contributions for above mentioned activities.
a2.1.3,2. Number of entities (e.g., farmers or private enterprises) that have applied new technologies or management practices as a result of USG assistance	527	2,196	2,723	Agribusiness including pomegranate orchards, milk chillers, tunnel farms
aboth1. Number of rural households benefiting directly from USG interventions	1,773	10,234	12,007	Rural households benefitted from grants for tunnel farming, pomegranate orchards, milk chillers & goats, and FEG membership
a2.1.3,3. Number of hectares under improved technologies and management practices as a result of USG assistance	170	58	228	Established pomegranate orchards and tunnel farms
aboth2. Proportion of female participants in USG-assisted programs designed to increase access to productive economic resources	12%	41%	41%	i) Female members of newly formed FEGs and ii) Existing female FEGs members provided with Goats & kitchen gardening tools/pickle production kits
a2.1.1,2. Number of micro, small and medium enterprises (MSMEs), including farmers, receiving business development services from USG assisted sources	110	945	1,055	Provision of business development services to pomegranate orchards and tunnel farmers.
a2.1.2,2. Number of persons receiving training on skill development	409	945	1,354	Beneficiaries of pomegranate orchards and tunnel farmers.
a2.2.2,1. Number of USG-assisted organizations that participate in legislative proceedings and/or engage in advocacy at all levels	0	2	2	Banana & Chili VC platforms established to perform advocacy role
ab2.1,1. Value of incremental sales attributed to program implementation (\$ value)	9,740,350	-	9,740,350	Follow-up with agribusiness is in progress.
ab2.1,3. Number of micro enterprises linked to larger-scale firms as result of USG assistance to the value chain	0	1,103	1,103	FEG members and grantees of milk chiller are facilitated.

SUCCESS STORY

USAID facilitates the Fish Farmers to organize themselves into an Association and Reap the Benefits of Collective Wisdom.



Figure 1: Traditional fish farmers in Chah Majhi Wala, Khanewal



Figure 2: Agreement signing ceremony for association formation, Dated March 07, 2013

Capitalizing on the phenomenon “Two Heads are better than One”, the ripple effects of the untiring efforts of The Agribusiness Project team were evident, in mobilizing and motivating the fish farmers in Multan region, culminated into a big force to get the farmers organized, build their capacity via the available support from the USAID at their best opportunity to explore new markets for Pakistani products.

Transformation from Individual Farmers to Organized Associations

In early December 2012, The Agribusiness Project conducted a baseline survey in Muzaffargarh, Multan and Khanewal districts and interviewed public and private sector stakeholders including small and big fish farmers.

The interviews revealed that fishery is the most neglected but potentially a very profitable sector of Multan region. The value chain development team identified the problems that fishery faced in the area and researched their solutions. Based on their initial research, they also developed briefers for different prospective interventions in fisheries sector; such as installation of aero tubes, feed mills and extruders and development of tilapia fish hatchery. These briefers proposed various solutions for promoting fisheries such as provision of improved oxygenated pond water, improving feed efficiency and avoiding its wastage and introduction of high production and full of nutrition fish breeds. The team sensitized fish farmers on importance of using new technologies to improve productivity in fish farming. The team also guided them on how The Agribusiness Project could support them, through different matching grants, in using the new technologies so that the extraordinary business potential of this value chain in Multan region can be exploited.

It also came out that fish farmers were many in number but did not have a platform to discuss their problems, exchange their experiences, share the best practices of the sector, voice their concerns to the public authorities and use the economy of scale to their leverage.

As a result of continuous meetings and deliberation sessions, as many as 25 progressive fish farmers agreed to get organized and get their association registered as Muzaffargarh Fish Farmers Association (MFFA). Normally it takes a long time to form their association. However, with regular follow-ups, the members were able to get their association registered in about 17 days only. The news of ASF supporting the fisheries sector in Muzaffargarh was so overwhelming that two fish farmers, Mr Shaihd and Mr Salahuddin, are going to Thailand for training on management of tilapia hatchery, in view of prospective support of The Project for development of hatchery of this very productive breed, newly being introduced in Pakistan.

Thus, the ripple effects of the untiring efforts of The Project in mobilizing and motivating the fish farmers, soon culminated into a big force to get them organized, build their capacity and be ready to tap the enormous potential of fisheries sector in the region

ANNEXURE-1: FINANCIAL PROGRESS

No.	Head of Account	During Second Quarter January to March 2013	Cumulative till March 2013
1	Salary, Wages & STTA	473,591	2,220,075
2	Fringe Benefits	60,649	349,286
3	Travel	94,023	455,830
4	Equipment	0	416,809
5	Supplies	10,915	424,632
6	Communication	18,625	19,413
7	Security Cost	31,418	78,713
8	Training	0	11,604
9	Sub-Contracts	257,843	607,508
10	Sub-Grants	394,816	520,120
11	Others Direct Costs	953,630	3,401,572
	Total Cost	2,295,512	8,505,562

ANNEXURE-2: STATUS OF PROJECT STAFF

Positions Filled - By Location	Staff hired during reporting quarter (January - March 2013)			Total Staff		
	Male	Female	Total	Male	Female	Total
Project Office-Islamabad	5	2	7	40	10	50
Regional Office-Lahore	2	0	2	17	4	21
Regional Office-Peshawar	0	0	0	24	2	26
Regional Office-DI Khan	0	0	0	18	0	18
Regional Office-Gilgit	0	0	0	15	4	19
Regional Office-Sukkur	1	1	2	13	2	15
Regional Office-Karachi	0	0	0	12	6	18
Regional Office-Multan	0	0	0	15	1	16
Regional Office-Faisalabad	1	0	1	10	0	10
Regional Office – Powthar/AJK	4	0	4	14	2	16
Regional Office-Quetta	2	0	2	4	0	4
Total	15	3	18	182	31	213

CNFA Staff Progress By Location	CNFA Staff		Cumulative (March 2013)
	As of March 31, 2013		
	Male	Female	
Project Office-Islamabad	7	2	9
Regional Office-Lahore	2	1	3
Regional Office-Peshawar	1	0	1
Regional Office-Gilgit	1	0	1
Regional Office-Karachi	1	0	1
Regional Office-Multan	1	0	1
Total	13	3	16

ANNEXURE-3: LIST OF EDFs APPROVED IN SIXTH QUARTER OF TAP

No.	Activity	No. of EDFs Approved
1	Support to 262 Goat FEGs (2291 farmers)	544
2	Establishment of Grape orchards for Individual Farmers	25
3	Establishment of Pomegranate Orchards for Individual Farmers	5
4	Support to Off Season High Value Vegetables (Tunnels)	58
5	Supply and Installation of Reefers	14
6	Supply and Installation Screen houses	10
7	Establishment of Grape Orchards for FEGs	25
8	Supply and Installation Fish Aero Tubes	73
9	Supply and Installation Portable Milking Machines	62
10	Establishment of Animal Feed Mills	12
11	Establishment of Apricot Orchards	27
	Sub Total for this Quarter	855
	EDFs Prepared and Approved in Previous Quarters	141
	Grand Total EDFs Prepared and Approved so far	996

ANNEXURE-4: LIST OF GRANT PRODUCTS ADVERTISED

Sr. No	Grant Type	Month of Advertisement	Region
1	Animal Feed Mill	January, 13	All Regions
2	Improvise Reefers	January, 13	All Regions
3	Aero Tube Technology	February, 13	All regions apart from Balochistan, AJK / Potohar, Swat and GB
4	Apricot Commercial Orchards	February, 13	Gilgit Baltistan
5	Grape Orchards	February, 13	Gilgit Baltistan
6	Portable Milking Machine	February, 13	All regions apart from Balochistan, AJK / Potohar, and GB
7	Tunnel Farming for HV/OSV	February, 13	All Regions
8	Dairy Processing and Integrated Livestock Production	February, 13	All Regions apart from GB Balochistan and AJK Potohar
9	Ducky dates orchards	March, 13	Bannu, Laki Marwat, Frontier Region Bannu, Multan, Muzaffargarh, DG khan, Bahawalpur and Vehari Districts
10	Grape Orchards for FEG	February, 13	AJK / Potohar
11	Pomegranate Orchards Establishment for FEGs	February, 13	AJK / Potohar
12	Tunnel Structure for FEG	February, 13	Peshawar

ANNEXURE-5: TECHNICAL AND MANGERIAL TRAINING PLAN FOR AGRIBUSINESSES

Sr. No.	Proposed Training Theme	Proposed Month	No of Days	Value Chain	Region	No of Persons	Potential Service Provider(s)
Lahore							
1	Training for butchering (meat cut) on internationally acceptable protocol	Jun , 2013	3	Dairy & Meat	Lahore	25	SADI, UVAS
2	Best Management Practices in Agriculture	Jun , 2013	3	Potato	Lahore	25	BIC UVAS
Multan							
1	Processing and Supply Chain Management of Chili	Jun , 2013	2	chili	Multan Region	20	Faculty of Bahudin Zahariya University Multan / Private trainers from processing industries (National food or Shan Food)/ Food safety certification bodies/Buyer of chili
Faisalabad							
1	Emerging Post-Harvest Management Techniques and use of Advanced Agribusiness Tools for Developing Food Chain of High Value Vegetables	May / June, 2013	3	HV / OSV	Faisalabad	25	Horticulture Research Institute, University of Agriculture, Faisalabad.
2	Training on Comparative Needs and Standards of Citrus Export Markets and Emerging Measures to Establish the Integrated Food Value Chain for High End Needs	May / June, 2013	3	Citrus	Faisalabad	25	Citrus Research Institute, Sargodha
Potohar & AJK							
1	Grape Orchard Management	June	4	Grapes	Pothwar & AJK	22-25	Consultant
Gilgit-Baltistan							

Sr. No.	Proposed Training Theme	Proposed Month	No of Days	Value Chain	Region	No of Persons	Potential Service Provider(s)
1	Agribusiness Management	May, 2013	5	Horticulture	Gilgit	20	Karakrum International University Gilgit
2	HV/OS vegetables (peas and capsicum) post-harvest handling, grading packaging and marketing at local and national level	Jul-13	5	High Value Off season vegetables	Gilgit	25	To be sought through advertisement
3	Apricot post-harvest handling (Picking, drying, grading, packaging, storage and marketing)	Aug-13	5	Apricot	Gilgit	25	To be sought through advertisement
Quetta							
1	Post-Harvest Handling of Dates	Jun-13	5	Dates	Quetta	25	To be hired through Advertisement
2	Processing, Packing and Marketing of Dates	Jun-13	5	Dates	Quetta	25	To be hired through Advertisement
Peshawar and FATA North							
1	Fruit processing (Peach and Strawberry) and marketing on commercial basis	May, 2013	4	Peach/Strawberry	Peshawar	25	The University of Agriculture Peshawar
2	Introduction of contemporary practice and business development technique for HV/OS vegetables production in FATA	May, 2013	5	HV/OS vegetables	Peshawar	25	1. The University of Agriculture Peshawar 2. Agricultural Research Institute Tarnab Peshawar
3	Fodder preservation through Silage Production on commercial basis	April, 2013	5	Milk and Meat	Peshawar	25	1. The University of Agriculture Peshawar 2. Directorate General L&DD (Ext) KP Peshawar

Sr. No.	Proposed Training Theme	Proposed Month	No of Days	Value Chain	Region	No of Persons	Potential Service Provider(s)
4	Up-gradation of Livestock Extension Services Skills with specialized Artificial Insemination Training for Veterinarian / Para Vets of FATA	June, 2013	14	Meat and Dairy	Peshawar	10	1. Directorate General L&DD (Ext) KP Peshawar 2. The University of Agriculture Peshawar 3. Gomal college of Veterinary sciences
D.I.Khan and FATA South							
1	Processing and Supply Chain Management of Fruits	July , 2013	5	Apple/Guava	D.I khan Region	25	Faculty of Agriculture Gomal University D.I Khan
2	Improved Dairy Farm management and marketing practices	April, 2013	5	Dairy	D.I.khan	25	Gomal Veterinary College, D.I.Khan
Karachi							
1	Banana Value Chain & Supply Chain Analysis	June, 13	3 to 5	Banana	Karachi	20	IBA - Khi or Tando Jam Unit
2	Chilli Value Chain & Supply Chain Analysis	June, 13	3 to 5	Chilli	Karachi	20	IBA - Khi or Tando Jam Unit
3	Export Marketing and Supply Chain Management in Livestock (Meat) Business	July, 13	3 to 5	Meat	Karachi	20	IBA - Khi
Sukkur							
1	Managerial training for Associations/cooperatives in horticulture and livestock in Sukkur region	May, 2013	3	HV/OSV, Banana, Dairy, Fisheries	Sukkur	25-26	To be sought through advertisement
2	Technical Training for Banana Processing to reduce losses and increase shelf life.	June, 2013	3	Banana	Sukkur	25-26	To be sought through advertisement

ANNEXURE-6: SUMMARY OF PROGRESS ACHIEVED DURING THE FIRST QUARTER OF YEAR-2

Activities / Outputs	Target Year 2	Unit Cost (\$)	Annual Consolidated Total Cost (\$)	Timeframe												Progress Update
				2012			2013									
				Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
PROJECT MANAGEMENT																
Staff Training and Capacity Development (National & International)																
a. International Training (Persons)	5	3000	15,000													
b. National Training (Persons)	20	200	4,000													50 staff members participated in a three-day strategic planning workshop in Islamabad. 5 project staff members participated in 5-day Training of Trainers workshop on SME Management Solutions from Business Edge International Finance Corporation (IFC) at Islamabad.
c. Exposure Visit(s)	2	3000	6,000													One staff member participated in Fruit Logistica 2013 (Berlin, Germany, February 6-8, 2013). Four staff member participated in AgraME 2013 (Dubai, UAE, March 26-28, 2013).
ENVIRONMENTAL COMPLIANCE																
Programmatic Environmental Assessment (PEA)																
a. Programmatic Environmental Assessment	1	LS	250,000													EA report submitted to USAID for approval.

Activities / Outputs	Target Year 2	Unit Cost (\$)	Annual Consolidated Total Cost (\$)	Timeframe												Progress Update
				2012			2013									
				Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
b. Development of Environmental Manual	1														Draft Environmental Manual being developed and to be finalized upon EA approval.	
c. Environmental Documentation Form	1760														855 EDFs developed & got approved from USAID for various grant activities.	
d. Environmental Assessment/EDF for challenge grants	59														Five project assisted beneficiary firms facilitated in conducting Environmental Assessments for their agribusinesses.	
e. Environmental Assessment (lead company grants)	6															
PROGRAM IMPLEMENTATION																
Objective-1 (S-IR 1.1.1): Strengthened Market Linkages in Selected Value Chains																
Technical Assistance and Capacity Building Support under Export, Quality Assurance and Food- Safety Compliance Certifications	30	4000	120,000												30 enterprises to be facilitated in acquiring four certifications namely ISO-22000, HACCP, Halal and GlobalGAP. Shortlisted Consultant Firms & Certification Bodies. Request for Proposals (RFPs) to be issued.	
Technical Assistance and Capacity Building Support under International Markets Access Program (IMAP)	40	4000	160,000												Six companies (fruits and vegetables) supported to participate in Fruit Logistica 2013 (Berlin, Germany, February 6-8, 2013) for promotion of horticulture products from Pakistan. Eleven companies supported to participate in AgraME 2013 (Dubai, UAE,	

Activities / Outputs	Target Year 2	Unit Cost (\$)	Annual Consolidated Total Cost (\$)	Timeframe												Progress Update
				2012			2013									
				Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
																March 26-28, 2013) for an exposition for horticulture and livestock products, technology and inputs.
Development and Operation of Value Chain Platforms (VCPs) / Sector Working Groups / Platforms																
a. Value Chain Platforms (VCPs) established	16	LS	200,000													Value Chain Platforms for Banana and Chilli established.
b. Meetings of VCP members organized	32															One meeting of VCPs on chilli and Banana held in Hyderabad on March 18, 2013 and attended by members.
Objective-2 (S-IR 1.1.2): Strengthened Capacity of Smallholders & Farmer Enterprises																
Technical and Managerial Trainings																
a. Selection of Training themes and priorities for training within the targeted value chain and clusters.	20	10000	200,000													20 training themes identified with the support of regional offices.
b. Trainings organized																Training plan, calendar and themes developed and draft SOW for trainings developed.
Organization of Kisan Field Schools(KFS)																Agreement is being signed with FAO.

Activities / Outputs	Target Year 2	Unit Cost (\$)	Annual Consolidated Total Cost (\$)	Timeframe												Progress Update
				2012			2013									
				Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
a. Participatory curriculum development workshops	5	2280	2,052,000													
b. Training of facilitators	5															
c. Establishment of Kisan Field Schools (KFS)	900															
d. Distribution of tools/kits to graduated KFS	22500															
Technical Assistance & Capacity Building of BDS providers																
a. BDS providers selected and provided TA and capacity building support	19	6000	114,000													Published EOIs for designing and implementing programmes for capacity building of BDSP. Eight were shortlisted for extending RFPs.
Formation of Farmer Enterprise Groups (FEGs)																
a. Rapid market assessment ³																Conducted Rapid Market Assessments of all Value Chains in project regions.
b. Meeting with partners to determine market demand and identify number of FEGs																The findings of RMAs used to organize FEGs to meet the market demand

³ RMA in order to determine who the buyers are, how much quantity is demanded, the quality of product demanded, and the number of FEGs/individual farmers to be organized in order to produce the required product and sell it to the market.

Activities / Outputs	Target Year 2	Unit Cost (\$)	Annual Consolidated Total Cost (\$)	Timeframe												Progress Update
				2012			2013									
				Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
c. Formation of FEGs initiated by Agribusiness Project through implementing partners	1500	1000	1,500,000													Organized 6078 small farmers into 507 FEGs in targeted value chains of the project, thus making total of 575 FEGs formed.
d. Grants support to FEGs	1500	5000	7,500,000													63 newly formed FEG members provided with matching grant support i.e. 58 FEGs for Tunnel Farming, and 5 FEGs for pomegranate orchards. Apart from that, 268 existing FEGs are provided with matching grant support for Goats and Pickle Production kits.
e. Business Associations/ Cooperatives /FEG Clusters /Farm Services Centers organized	55	1000	55,000													Two Capacity need assessment and strategic workshops held at Peshawar and D.I.Khan project regions and attended by members from Farms Services Centers, Agriculture and Livestock Extension Services of FATA.
f. Grants support provided to Business Associations/ Cooperatives / FEG Clusters/ Farm Services Centres	55	8000	440,000													Grant support to be initiated.
Objective-3 (S-IR 1.1.3): Improved Technological Innovation																
Matching Grant Support to individual farmers & Enterprises																

Activities / Outputs	Target Year 2	Unit Cost (\$)	Annual Consolidated Total Cost (\$)	Timeframe												Progress Update	
				2012			2013										
				Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep		
a. Call for RFPs/RFAs	205	6000	1,230,000													Advertised grant products including Animal Feed Mill, Improvised Reefers, Aero Tubes, Apricot Commercial Orchards, Grape Orchards, Portable Milking Machine, Tunnel Farming for HV/OSV, Dairy Processing & Integrated Livestock Production, Dhakki dates orchards, Grape Orchards for FEG.	
b. Agribusiness Profiling and Prioritizing Interventions																	
c. Grant support provided to individual Farmers / Enterprises																	
Matching Grants for Support to Off-farm enterprises (processing, marketing and export)																	
a. Call for RFPs/RFAs issued to enterprises	59	70000	4,130,000														
b. Profiling Agribusinesses and Prioritizing Interventions																	
c. Grants support (challenge grants) issued to enterprises as per prioritized value chains																	

Activities / Outputs	Target Year 2	Unit Cost (\$)	Annual Consolidated Total Cost (\$)	Timeframe												Progress Update
				2012			2013									
				Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
d. Grants support process initiated to lead company grants issued	6	800,000	4,800,000													
SECTION FOUR: MONITORING, EVALUATION & COMMUNICATION																
a. Preparation Work Plan for Year 2 & 3																Work plan approved for year-2.
b. Monthly Progress Review Meetings																Weekly progress review meeting are being held.
c. Quarterly Progress Review Meetings																As above.
Studies and Assessments																
a. Meat Industry (Part 2)		LS	621,000													Completed. Report published.
b. Cattle Colony Karachi															Completed. Report published.	
c. Cold Chain Infrastructure															Completed. Report published.	
d. Studies for each value chain (taking lead from the list of 16 planned VC for FY-13)															On-going	
e. Horticulture Value Chain Analysis															Completed. Report published.	
f. Dairy VC Analysis															Completed. Report published.	

Activities / Outputs	Target Year 2	Unit Cost (\$)	Annual Consolidated Total Cost (\$)	Timeframe												Progress Update
				2012			2013									
				Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
g. Fruit Plant Certification Scheme																On-going
h. Beneficiaries Studies (Rolling Benchmarking)																
i. Assessment of Farm Service Centers																
j. Other studies																In progress.
k. Establishment of M&E database and Software Pilot Testing		LS														
l. On-going monitoring of program activities in accordance with AWP, Log frame and PMP		Covered from OB														
m. Submission of bi-weekly reports	24															Bi-weekly reports submitted.
n. Submission of quarterly progress reports	4															Quarterly progress reports submitted.
o. Information communication and dissemination		LS	228,500													Ongoing
p. Outsourcing and development of Integrated MIS Software	1	120,000	120,000													Initiated. Firm engaged. Work in progress on finance, procurement and HR automation.
q. Project reporting on																Ongoing

Activities / Outputs	Target Year 2	Unit Cost (\$)	Annual Consolidated Total Cost (\$)	Timeframe												Progress Update
				2012			2013									
				Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
USAID Pak Info																
r. CNFA budget	1	476,748	476,748													
s. IMLP budget	1	800,000	800,000													--
Total Budget			25,022,248													
Operational Budget			6,226,322													
Total Budget			31,248,570													
Carry Over (Grant Amount) to 2013-14			8,298,050													
Net Funds requirement for 2012-13			22,950,520													